



<https://eastman.com.ph/job/sales-manager/>

Sales Manager

Description

Sales Manager shall ensure consistent, profitable growth in sales revenue through positive planning, identification of objectives, strategies and action plan.

Qualifications

- Candidate must possess at least a Bachelor's Degree in Electrical Engineering, Mechanical Engineering, Business Management or it's equivalent work experience.
- Having a license of Mechanical Engineer or Electrical Engineer is a plus.
- Minimum of five (5) years of working experience in sales field.
- Highly adept in Enterprise Resource Planning (ERP) and Microsoft applications.
- Supervise day-to-day activities of direct reports/subordinates and ensure feedback is forwarded to superior of the actual performance and escalation of any concerns/issue if need be.
- Identify business opportunities in manufacturing and processing industries.
- Set targets, performance plans and objective for individual sales engineer.
- Develop the consistency-framework and ensure that the training needs of direct reports/ subordinates are provided.
- Formulates, implements and review sales policies, practices and procedures for better sales efficiency per account.
- Perform other tasks that may be assigned by his/her immediate superior.

Hiring organization

Eastman Industrial Supply Inc.

Employment Type

Full-time

Job Location

One Park Drive Building, 11th Drive, corner 9th Ave, Taguig, Metro Manila, Philippines

Date posted

October 10, 2025